



## HIGH IMPACT SYSTEMS ONE PAGE GOAL SHEET - SAMPLE

Date:

	YEARLY GOALS	SHORT-TERM GOALS	CURRENT ACTIONS
<b>CAREER DEVELOPMENT</b>  Long-term goal: <i>Regional Sales Manager</i>	<ul style="list-style-type: none"> <li>Meet all regional sales managers in country</li> <li>Pass all management certifications</li> </ul>	<ul style="list-style-type: none"> <li>Enroll in management certifications 1 &amp; 2</li> <li>Read <i>Sales Management Best Practices</i></li> </ul>	<ul style="list-style-type: none"> <li>Meet with boss to discuss career plan</li> <li>Take notes on best practices and share with accountability partner</li> </ul>
<b>CURRENT BUSINESS</b>  Long-term goal: <i>Number one sales representative in territory</i>	<ul style="list-style-type: none"> <li>Sales revenue: \$1,500,000</li> <li>Acquire two large accounts</li> </ul>	<ul style="list-style-type: none"> <li>Sales \$125,000</li> <li>Schedule meeting with Bob Frost and Mary Linn</li> </ul>	<ul style="list-style-type: none"> <li>Call all current clients – schedule appt. for demo</li> <li>Obtain Mary's phone number</li> <li>Plan sales calls for week</li> </ul>
<b>FINANCIAL</b>  Long-term goal: <i>Retire by age 55 and devote full time to foundation</i>	<ul style="list-style-type: none"> <li>Earn \$125,000</li> <li>Establish 3 staggered CDs to cover expenses</li> <li>Pay off car</li> </ul>	<ul style="list-style-type: none"> <li>Put \$500 in savings</li> <li>Order CD application from Third Fifth Bank</li> <li>Make an extra car payment</li> </ul>	<ul style="list-style-type: none"> <li>Finish reading <i>Total Money Makeover</i></li> <li>Prepare for investment club meeting</li> </ul>
<b>HEALTH</b>  Long-term goal: <i>Maintain weight, strength, endurance and vitality</i>	<ul style="list-style-type: none"> <li>Lose 7 lbs</li> <li>Optimum cardio endurance</li> </ul>	<ul style="list-style-type: none"> <li>Do cardio exercise 5 times each week</li> <li>Eliminate processed carbohydrates</li> </ul>	<ul style="list-style-type: none"> <li>Remember: water, sleep and diet</li> </ul>
<b>PERSONAL</b>  Long-term goal: <i>Enjoy life!</i>	<ul style="list-style-type: none"> <li>Take 2 family vacations</li> <li>Read 12 books</li> <li>Go fishing with son monthly</li> </ul>	<ul style="list-style-type: none"> <li>Decide on family trips for the year</li> <li>Order <i>The Fly</i> from Amazon.com</li> </ul>	<ul style="list-style-type: none"> <li>Research and make a list of books to read</li> <li>Plan fishing trip with son</li> <li>Get home by 6:00 p.m. this week</li> </ul>



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